

LTC Planning

Preserving the Estate with Long Term Care Insurance

The purpose of estate planning is to ensure that the maximum value of the estate can be passed on to the intended beneficiaries at the least cost. Expenses for long term care can seriously erode your client's estate, undermining the most well-crafted estate plan. To ensure the conservation and preservation of existing assets, a long term care needs analysis should be an integral part of the estate planning process.

For clients who wish to preserve their estates, reliance on government programs is not a solution. Medicare is a federal program that offers only limited coverage for long term care expenses to people who are over age 65 or who are disabled. Medicaid, or Title XIX, is a federal program that is administered by the states and that provides assistance only for those who are financially and medically needy.*

You can help prevent your client's estate from being eroded by expenses from long term care by explaining the benefits of long term care insurance (LTCi). Benefits include helping to protect retirement plans and proper distribution of assets upon death.

With LTCi, your client pays a premium for a policy over a certain period of years or for life. The policy would pay for long term care expenses according to the choices made in the policy. Some long term care insurance policies can be designed with a "nonforfeiture" feature which would repay a portion of the premiums paid to the estate or beneficiary of the insured upon the insured's death.

The information provided is not intended as specific legal or tax advice. Neither MassMutual nor its representatives are authorized to give legal or tax advice. Individuals are advised to consult with their own personal legal or tax advisor.

** For more information regarding benefits provided by Medicare or Medicaid, visit www.cms.hhs.gov. Medicaid guidelines vary by state. Contact your local Medicaid office for details.*



You can't predict. You can prepare.®

INVEST

INSURE

RETIRE